

New London Family Medical Center, Inc.
1405 Mill Street
New London, WI 54961-0307
(920) 982-5330

Type: GMS
Control: Other Not for Profit
Fiscal Year: 01/01/02 to 12/31/02

County: Outagamie
Analysis Area: Lake Winnebago (3)
Volume Group: 3

Selected Utilization Statistics	FY 2002	All GMS Hospitals		Analysis Area 3		Volume Group 3		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Occupancy Rate (%)									
Adult medical-surgical	28.9%	57.4%	0.50	54.1%	0.53	33.3%	0.87	31.6%	0.91
Obstetrics	20.0%	39.6%	0.51	40.5%	0.49	20.6%	0.97	22.9%	0.87
Pediatrics	6.1%	48.0%	0.13	29.1%	0.21	13.4%	0.46	6.8%	0.89
Total hospital	26.2%	55.9%	0.47	51.9%	0.51	31.9%	0.82	26.8%	0.98
Average Census (Patients)									
Adult medical-surgical	9.2	30.4	0.30	23.6	0.39	7.7	1.19	10.1	0.91
Obstetrics	0.8	3.9	0.21	3.7	0.22	0.9	0.91	0.9	0.87
Pediatrics	0.2	1.8	0.10	0.8	0.24	0.1	1.73	0.2	0.89
Total hospital	10.2	55.4	0.18	44.3	0.23	10.4	0.98	11.3	0.91
Average Length of Stay (Days)									
Adult medical-surgical	2.7	3.9	0.69	3.6	0.75	3.3	0.84	4.0	0.69
Obstetrics	2.4	2.4	1.01	2.4	1.00	2.2	1.07	2.2	1.09
Pediatrics	1.3	2.4	0.53	2.0	0.63	1.9	0.68	1.7	0.76
Total hospital	3.7	4.3	0.84	4.0	0.91	3.0	1.21	3.6	1.01
Surgical Operations									
Inpatient	377	1,424	0.26	1,403	0.27	218	1.73	454	0.83
Outpatient	1,461	3,187	0.46	4,482	0.33	963	1.52	1,872	0.78
Inpatient as % of all surgeries	20.5%	30.9%	0.66	23.8%	0.86	18.5%	1.11	19.5%	1.05
Outpatient Visits									
Non-emergency visits	21,359	75,046	0.28	51,093	0.42	24,411	0.87	50,496	0.42
Emergency visits	7,303	14,086	0.52	12,245	0.60	5,581	1.31	9,387	0.78
Full-time Equivalents (FTEs)									
Administrators	5.0	14.8	0.34	15.8	0.32	5.1	0.98	4.0	1.25
Nurses, licensed	40.0	160.1	0.25	116.5	0.34	40.3	0.99	39.7	1.01
Ancillary nursing personnel	17.7	54.3	0.32	30.8	0.57	13.8	1.28	16.5	1.07
All other personnel	99.7	384.2	0.26	295.7	0.34	94.8	1.05	96.7	1.03
Total FTEs	162.3	613.5	0.26	458.8	0.35	154.0	1.05	156.8	1.03
FTEs per 100 Patient Census (Adjusted)									
Administrators	18.0	14.6	1.23	16.4	1.10	20.5	0.88	14.9	1.21
Nurses, licensed	144.1	157.9	0.91	120.8	1.19	161.4	0.89	148.1	0.97
Ancillary nursing personnel	63.6	53.6	1.19	31.9	1.99	55.4	1.15	61.3	1.04
All other personnel	359.3	378.9	0.95	306.4	1.17	380.1	0.95	360.5	1.00
Total FTEs	585.1	605.0	0.97	475.4	1.23	617.4	0.95	584.9	1.00

Total Hospital:		Contract with:		Medicare-certified Swing Beds:		Newborn Nursery:	
Beds set up and staffed	39	Health maintenance		Beds set up and staffed	3	Bassinets	4
Discharges	1,460	organization (HMO)	Yes	Discharges	53	Total births	133
Inpatient days	3,733	Preferred Provider		Inpatient days	265	Newborn days	260
		organization (PPO)	Yes				

Inpatient Service Area

Inpatient Service Area	Level of Service*	Beds Set Up and Staffed 12/31/02	Discharges and Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical:							
Adult medical-surgical, acute	1	32	1,234	3,374	28.9%	9.2	2.7
Orthopedic	2	0	0	0	. %	0.0	.
Rehab. and physical medicine	2	0	0	0	. %	0.0	.
Hospice	4	0	0	0	. %	0.0	.
Acute long term care	5	0	0	0	. %	0.0	.
Other acute	5	0	0	0	. %	0.0	.
Pediatric, acute	1	3	52	67	6.1%	0.2	1.3
Obstetrics	1	4	121	292	20.0%	0.8	2.4
Psychiatric	4	0	0	0	. %	0.0	.
Alcoholism/chemical dependency	4	0	0	0	. %	0.0	.
ICU/CCU:							
Medical-surgical intensive care	5	0	0	0	. %	0.0	.
Cardiac intensive care	5	0	0	0	. %	0.0	.
Pediatric intensive care	5	0	0	0	. %	0.0	.
Burn care	5	0	0	0	. %	0.0	.
Mixed intensive care	5	0	0	0	. %	0.0	.
Step-down (special care)	5	0	0	0	. %	0.0	.
Neonatal intensive/intermediate care	5	0	0	0	. %	0.0	.
Other intensive care	5	0	0	0	. %	0.0	.
Subacute care	5	0	0	0	. %	0.0	.
Other inpatient	5	0	0	0	. %	0.0	.

Note: data should be used only in rows; do not summarize columns.

* 1=Provided-Distinct Unit, 2=Provided-Not Distinct Unit, 3=Available in Network, 4=Contracted, 5=Service Not Provided.

** Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
Administrators/asst. administrators	5	0	5.0	Radiological services personnel	7	8	10.3
Physicians and dentists	1	0	1.0	Occupational therapists	2	1	2.6
Medical and dental residents	0	0	0.0	Occupational therapy assistants/aides	0	1	0.8
Registered nurses	10	36	35.1	Physical therapists	2	1	2.6
Certified nurse midwives	0	0	0.0	Physical therapy assistants/aides	1	2	1.8
Licensed practical nurses	2	3	3.9	Recreational therapists	0	0	0.0
Ancillary nursing personnel	8	21	17.7	Psychologists	0	0	0.0
Physician assistants	0	0	0.0	Social workers	0	0	0.0
Nurse Practitioners	1	0	1.0	All other health professionals	4	18	6.2
Medical records personnel	3	0	3.0	All other personnel	44	44	62.3
Pharmacy personnel	1	3	3.3				
Clinical laboratory personnel	4	4	5.9	TOTAL	95	142	162.3

New London Family Medical Center, Inc.
New London

Income Statement		Assets		Liabilities and Fund Balances	
Gross patient revenue	\$23,083,822	Cash and cash equivalents	\$7,331,260	Current liabilities	\$1,833,099
Less deductions	7,216,796	Net Patient receivables	2,407,092	Long-term debt	5,468,630
Net patient revenue	15,867,026	Other receivables	0	Other liabilities	0
Plus other revenue	286,018	Land, bldgs and equip: Net	12,245,567	Subtotal	7,301,729
Total revenue	16,153,044	Other assets	573,456		
Less expenses	15,140,615			Unrestricted fund balance	15,255,646
Nonoperating gains/losses	173,443	Total Assets	\$22,557,375	Total liabilities & fund balance	\$22,557,375
Net Income	\$1,185,872			Restricted fund balances	\$36,531

Selected Financial Statistics	FY 2002	All GMS Hospitals		Analysis Area 3		Volume Group 1		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Gross Rev as % Total Gross Patient Revenue									
Medicare [\$9,951,082]	43.1%	41.7%	1.03	42.0%	1.03	41.1%	1.05	42.2%	1.02
Medical Assistance [\$1,390,811]	6.0%	9.0%	0.67	5.7%	1.05	8.2%	0.73	5.3%	1.13
Commercial [\$10,352,679]	44.8%	43.2%	1.04	48.4%	0.93	45.2%	0.99	47.0%	0.96
All other [\$1,389,250]	6.0%	6.1%	0.99	3.8%	1.58	5.5%	1.10	5.5%	1.10
Deductions as % of Total Gross Patient Revenue									
Medicare [\$4,903,644]	21.2%	23.7%	0.90	19.7%	1.08	20.7%	1.03	18.7%	1.13
Medical Assistance [\$924,355]	4.0%	6.0%	0.67	3.5%	1.15	4.6%	0.86	3.6%	1.10
Commercial [\$1,311,670]	5.7%	9.4%	0.60	9.9%	0.57	7.3%	0.78	7.1%	0.79
Charity care [\$77,127]	0.3%	1.2%	0.28	0.8%	0.40	0.7%	0.48	0.4%	0.81
All other [\$0]	0.0%	1.4%	0.00	0.4%	0.00	0.5%	0.00	0.1%	0.00
Total deductions [\$7,216,796]	31.3%	41.7%	0.75	34.3%	0.91	33.8%	0.92	30.0%	1.04
Other Revenue and Net Gains or Losses									
Other revenue as % of total revenue	1.8%	5.1%	0.35	3.0%	0.59	4.2%	0.42	2.0%	0.89
Net gains/losses as % of net income	14.6%	5.3%	2.76	17.3%	0.84	3.5%	4.12	95.8%	0.15
Expenses as % of Total Expenses									
Salary/fringe benefit[\$8,152,781]	53.8%	47.8%	1.13	51.6%	1.04	51.3%	1.05	51.4%	1.05
Supplies and services[\$5,435,760]	35.9%	40.5%	0.89	35.5%	1.01	35.9%	1.00	36.9%	0.97
Capital component [\$959,952]	6.3%	8.7%	0.73	10.5%	0.61	9.2%	0.69	7.5%	0.85
Bad debt [\$592,122]	3.9%	3.0%	1.31	2.4%	1.64	3.6%	1.08	4.2%	0.92
Fiscal Statistics									
Operating margin	6.3%	6.1%	1.04	5.0%	1.26	7.1%	0.88	0.1%	52.79
Total hospital profit margin	7.3%	6.4%	1.14	5.9%	1.22	7.4%	0.99	2.8%	2.61
Return on equity	7.8%	10.0%	0.78	8.5%	0.91	9.9%	0.79	2.9%	2.67
Current ratio	5.4	2.5	2.13	2.9	1.86	3.8	1.40	7.7	0.70
Days in net patient accounts receivable	55.4	57.8	0.96	61.8	0.90	62.9	0.88	.	.
Average payment period	47.1	52.6	0.90	40.5	1.16	51.0	0.92	34.2	1.38
Equity financing	67.6%	56.2%	1.20	63.1%	1.07	55.6%	1.22	84.5%	0.80
Long-term debt to equity ratio	0.4	0.5	0.75	0.4	0.80	0.6	0.63	0.1	6.30
Times interest earned	34.8	5.0	6.93	4.2	8.20	5.0	6.93	8.7	3.99
Total asset turnover	0.7	0.9	0.81	0.9	0.80	0.7	0.96	0.9	0.83
Average age of plant: years	8.1	9.5	0.85	8.3	0.98	9.1	0.88	8.3	0.97
Increase (decrease) total net patient rev . %	8.2%	.
Output gross rev (% of total gross pt. rev)	72.3%	44.1%	1.64	55.1%	1.31	61.8%	1.17	68.3%	1.06
Net Revenue Statistics									
Inpatient net revenue per discharge	\$4,600	\$7,870	0.58	\$6,169	0.75	\$4,633	0.99	\$4,208	1.09
Inpatient net revenue per day	\$1,677	\$1,834	0.91	\$1,587	1.06	\$1,631	1.03	\$1,546	1.09
Outpatient net rev per visit	\$390	\$343	1.14	\$484	0.81	\$306	1.27	\$154	2.52